

Message Text

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21

ORIGIN NEA-10

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-03 H-02 INR-07 L-03

NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06 OMB-01

SAB-01 SAM-01 MC-02 ACDA-05 EUR-12 AID-05 /083 R

DRAFTED BY NEA/PAB:ASCHIFFERDECKER/MW

APPROVED BY NEA/PAB:PDCONSTABLE

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R 140003Z JUN 75

FM SECSTATE WASHDC

TO AMEMBASSY KABUL

C O N F I D E N T I A L STATE 139509

E.O. 11652: GDS

TAGS:MASS, AF

SUBJECT: POSSIBLE GOA INTEREST IN C-130 PURCHASE

1. ELMER (BUD) LAURENT, SALES REP, LOCKHEED/MARIETTA, CALLED ON COUNTRY DIRECTOR CONSTABLE AND DESKOFF SCHIFFER-DECKER JUNE 13 TO DISCUSS POSSIBLE GOA INTEREST IN PURCHASE OF C-130 OR CIVILIAN VERSION L-100. LAURENT HAD BEEN TOLD BY DON LOCKWOOD OF LOCKHEED/LOS ANGELES OFFICE THAT DURING RECENT VISIT TO KABUL TO DISCUSS GOA INTEREST IN L-1011 PURCHASE AAA PRESIDENT GHAZI HAD EXPRESSED INTEREST IN C-130. LAURENT, WHO HAS SOME KNOWLEDGE OF POLITICS OF REGION, EXPRESSED SKEPTICISM THAT AFGHANS MIGHT BE INTERESTED, BUT WILLING TO VISIT KABUL ON NEXT RRIP TO REGION CIRCA AUGUST-SEPTEMBER TO DETERMINE EXTENT OF AFGHAN INTEREST. HE EXPLAINED THAT THE C-130 CURRENTLY SELLS FOR ABOUT DOLS 7 MILLION AND L-100 ABOUT 7.3 MILLION.

2. CONSTABLE EXPLAINED THAT UNTIL PRESENT SOVIETS HAVE BEEN SOLE SOURCE OF MILITARY HARDWARE FOR AFGHAN ARMY AND AIR FORCE AND THAT UPPER LEVELS OF AFGHAN GOVERNMENT MIGHT HAVE GREAT SENSITIVITY TO SOVIET REACTION IF SUCH AIRCRAFT PURCHASED FROM U.S. HE ADDED THAT ANY GOA PURCHASES OF
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MILITARY AIRCRAFT WOULD HAVE TO BE ON CASH BASIS, AND THAT

WE WOULD NOT WISH TO STIMULATE ANY GOA EXPECTATION OF CREDIT SALES.

3. EMBASSY COMMENTS REQUESTED RE LIKELIHOOD THAT GOA MIGHT BE WILLING TO PURCHASE C-130 OR CIVILIAN SISTER. IF LAURENT VISIT LIKELY TO BE NONPRODUCTIVE, WE MAY WANT TO ADVISE AGAINST VISIT TO KABUL. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY AIRCRAFT, PROCUREMENT, TRANSPORT AIRCRAFT
Control Number: n/a
Copy: SINGLE
Draft Date: 14 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: SmithRJ
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE139509
Document Source: CORE
Document Unique ID: 00
Drafter: ASCHIFFERDECKER/MW
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750208-0136
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750649/aaaabsbm.tel
Line Count: 68
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: SmithRJ
Review Comment: n/a
Review Content Flags:
Review Date: 29 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <29 JUL 2003 by ShawDG>; APPROVED <24 NOV 2003 by SmithRJ>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: POSSIBLE GOA INTEREST IN C-130 PURCHASE
TAGS: MASS, AF
To: KABUL
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006